

R. J. Reynolds Tobacco Company
MARCH '97 NATIONAL PACK PROMOTION

Account: **United Candy & Tobacco Co. #658600**

| Brand | Product | Doral |
|------------------|---------|-------|
| Brand Promotions | Product | Doral |

Display Packing 1 ctn Doral FF100
1 ctn Doral LT100
1 ctn Doral UL100
1 ctn Doral LTM100

Allocation (cs) 1 Doral FF100(12M)
1 Doral LT100(12M)
1 Doral UL100(12M)
1 Doral LTM100(12M)

\$ Amount 2,133.92

Displays 49

Date Product Recvd 2/28/97

Display Assembly Immediately

Displays Shipped to Retail - Send displays
procedures required to receive .10 automatically to
per ctn Category II (Plan G) accounts on
payment: attached list week of
3/3/97

Please cross out any
account that refuses
promotion and return list
to RJR

You will be credited with the
following estimated March monthly
Category II payment if all displays
are sent to accounts on attached list
by March 28, 1997

\$2162.00

Packing and shipping payment if
packing is completed within 2
weeks 28.00 per 12M
case of Live
product

① Send # displays indicated to each account on attached National Pack Promotion list.
② Voice mail 800-757-8255 mail box #48795 to request payment before sending out
displays.

51850 1992

WHOLESALER : 658500 UNITED CANDY & TOB. CO., INC. <DIRECT>
 TEMPLATE : 700050 70400 DORAL APR LTR
 TEMPLATE SEQ : 0004
 SALES LEVEL : 12XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|--------|--------|--------|---------------------|-------------------|----------------|----|-------|-----|-----------|----------|---------------|---------------|
| 122101 | 122225 | 642975 | A & A AMOCO | 1671 ROUTE 46 WES | FORT LEE | NJ | 07024 | 2 | | | | (201)461-0174 |
| 122101 | 122225 | 053636 | A & B AMOCO | 1480 RT. 46 EAST | FORT LEE | NJ | 07024 | 1 | | | | (201)461-9477 |
| 122909 | 122926 | 333000 | A&B CANDY STORE | 3414 UNION ST | FLUSHING | NY | 11354 | 1 | | | | (718)321-9660 |
| 122104 | 122629 | 978084 | ABE FOOD MARKET | 472 CENTRAL AVE | JERSEY CITY | NJ | 07307 | 1 | | | | (201)656-7340 |
| 122601 | 122620 | 813152 | ANNADALE DISCOUNT | 821 ANNADALE RD | STATEN ISLAND | NY | 10312 | 1 | | | | (718)984-4155 |
| 122406 | 122228 | 291296 | APPLE TREE MARKET | 1225 AMSTERDAM AV | NEW YORK | NY | 10027 | 1 | | | | (212)865-8840 |
| 122103 | | 733361 | ASSOCIATED SUPER MK | 1911 BERGENLINE A | UNION CITY | NJ | 07087 | 1 | | 658500 | (201)863-0125 | |
| 122102 | | 711676 | BERLOWS STATIONERY | 109 MAIN ST | RIDGEFIELD PAR | NJ | 07650 | 1 | | | | (201)641-5427 |
| 122103 | | 738723 | BRUINS EXXON | 7600 KENNEDY BLVD | NORTH BERGEN | NJ | 07047 | 1 | | | | (201)854-3915 |
| 122108 | | 773722 | DOWNTOWN DELI | 1822 WILLOW AVE | WEEHAWKEN | NJ | 07087 | 1 | | | | (201)330-0013 |
| 122103 | 122620 | 276319 | DP DELI | 6002 PARK AVE | WEST NEW YORK | NJ | 07093 | 1 | | | | (201)868-8120 |
| 122102 | | 557077 | EAST WAY SHELL | RT.46 EAST&FREDIC | LITTLE FERRY | NJ | 07643 | 1 | | | | (201)440-2940 |
| 122108 | | 419687 | EL NUEVO CUBANEY | 6218 PARK AVE | WEST NEW YORK | NJ | 07093 | 1 | | | | (201)662-8081 |
| 122103 | 122620 | 581260 | EMPIRE LIQUORS | 6301 PARK AVE | WEST NEW YORK | NJ | 07093 | 1 | | | | (201)861-0313 |
| 122909 | 122926 | 602945 | EXPRESSION TRADING | 4118 MAIN ST | FLUSHING | NY | 11355 | 1 | | | | (718)445-3899 |
| 122102 | 122226 | 537068 | EXXON | 178 STATE RT 17 N | ROCHELLE PARK | NJ | 07662 | 1 | 5474-0000 | | | (201)845-4410 |
| 122103 | 122620 | 344248 | GARDEN STATE NEWS | 666 ANDERSON AVE | CLIFFSIDE PARK | NJ | 07010 | 1 | | | | (201)945-7776 |
| 122103 | 122620 | 961958 | GOOD NEWS STATIONER | 378 BERGEN BLVD | FAIRVIEW | NJ | 07022 | 1 | | | | (201)943-4621 |
| 122406 | 122228 | 498343 | H+B STATIONARY | 3182 BROADWAY | NEW YORK | NY | 10027 | 2 | | | | (212)866-4174 |
| 122109 | | 443152 | HAPPY KIOS | 757 BERGEN AVE | JERSEY CITY | NJ | 07306 | 1 | | | | (201)432-6406 |
| 122102 | 122226 | 273004 | HI SPIRITS, INC. | 230 MAIN ST | RIDGEFIELD PAR | NJ | 07660 | 1 | | | | (201)641-1545 |
| 122602 | 122621 | 695217 | HILLSIDE AMOCO | 600 RT. 22 EAST | HILLSIDE | NJ | 07205 | 1 | | | | (908)687-4010 |
| 122101 | 122225 | 599588 | J & M EXXON | 1549 ROUTE 46 WES | FORT LEE | NJ | 07024 | 1 | | | | (201)585-7602 |
| 122401 | 122925 | 067710 | J M K FRESH PRODUCE | 195 9TH AVE | NEW YORK | NY | 10011 | 1 | | | | (212)924-7249 |
| 122101 | 122225 | 400264 | JERSEY NEWS | 10 W PALISADE AVE | ENGLEWOOD | NJ | 07631 | 1 | | | | (201)568-8828 |
| 122602 | 122621 | 974692 | KURTYAN AMOCO | 1400 LIBERTY AVE | HILLSIDE | NJ | 07205 | 1 | | | | (201)923-5304 |
| 122109 | | 772886 | LAGOS DELI | 549 LIBERTY AVE | JERSEY CITY | NJ | 07306 | 1 | | | | (201)656-1861 |
| 122101 | 122225 | 440725 | MEGHA GROCERY | 8 E FORT LEE RD | BOGOTA | NJ | 07603 | 1 | | | | (201)342-9140 |
| 122108 | | 276271 | OAK LIQUORS | 100 OAK ST | WEEHAWKEN | NJ | 07087 | 1 | | | | (201)867-0795 |
| 122909 | 122926 | 675150 | OK FOOD | 42-08 43RD AVE | SUNNYSIDE | NY | 11104 | 1 | | | | (718)937-1774 |
| 122103 | | 276296 | PARK AVE WINE & LIQ | 4204 PARK AVE | WEEHAWKEN | NJ | 07087 | 1 | | | | (201)863-7838 |
| 122101 | 122225 | 400352 | PARKLANE NEWS | 217 BROAD AVE | PALISADES PARK | NJ | 07650 | 1 | | | | (201)461-0418 |
| 122103 | 122620 | 276159 | RUBIOS DISCOUNT #2 | 6130 BERGENLINE A | WEST NEW YORK | NJ | 07093 | 2 | | | | (201)861-9006 |
| 122102 | 122226 | 422502 | S. VEE CORP. | 204 MAIN ST | RIDGEFIELD PAR | NJ | 07660 | 1 | | | | (201)641-5509 |
| 124451 | 122227 | 038513 | SAY & JAY DISTRIBUT | 2148 2ND AVE | NEW YORK | NY | 10029 | 1 | | | | (212)427-2900 |
| 122104 | 122629 | 429519 | SMOKE VARIETY | 767 BERGEN AVE | JERSEY CITY | NJ | 07306 | 1 | | | | (201)433-1242 |
| 122601 | 122620 | 036108 | SUN FRUIT VEGETABLE | 3870 RICHMOND AVE | STATEN ISLAND | NY | 10312 | 1 | | | | (718)356-9503 |
| 122103 | 122628 | 278850 | TONNELLE LIQUORS | 7501 TONNELLE AVE | NORTH BERGEN | NJ | 07047 | 2 | | | | (201)868-7606 |
| 122103 | 122628 | 399916 | TRUSHAR | 6403 KENNEDY BLVD | NORTH BERGEN | NJ | 07047 | 2 | | | | (201)861-6223 |
| 122401 | 122925 | 287138 | VILLAGE SMOKE SHOP | 110 7TH AVE S | NEW YORK | NY | 10014 | 1 | | | | (212)929-5238 |
| 122909 | 122926 | 649507 | WASHINGTON STAT. | 31-04 36TH AVENUE | LONG IS CITY | NY | 11106 | 1 | | | | (718)937-6954 |
| 122103 | | 054387 | YANG FRUIT MARKET | 300 WASHINGTON ST | HOBOKEN | NJ | 07030 | 1 | | | | (201)420-0297 |

5N55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 79
DATE: 97-02-13
TIME: 04:58 PM

WHOLESALER : 658500 UNITED CANDY & TOB. CO., INC. <DIRECT>
TEMPLATE : 700050 70400 DORAL APR LTR
TEMPLATE SEQ : 0004
SALES LEVEL : 12XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|--------|--------|--------|---------------|----------------|----------|----|-------|-----|-----|----------|----------|---------------|
| 122902 | 122329 | 638362 | YOUNG SUN INC | 16401 69TH AVE | FLUSHING | NY | 11365 | 1 | | | | (718)461-6375 |
| 122902 | 122329 | 644967 | ZAIB CORP | 75-47 MAIN ST | FLUSHING | NY | 11367 | 1 | | | | (718)263-4437 |

PAGE BREAK TOTAL ACCOUNTS 44 TOTAL QUANTITY 49

TEMPLATE TOTAL ACCOUNTS 44 TOTAL QUANTITY 49

51850 1994

R.J.REYNOLDS TOB 12

ID:9084179076

FEB 19'97 15:10

TRANSMIT CONFIRMATION REPORT

| | |
|-------------|---------------------|
| NO. | 008 |
| RECEIVER | 12018612336 |
| TRANSMITTER | R.J.REYNOLDS TOB 12 |
| DATE | FEB 19'97 15:10 |
| DURATION | 04'11 |
| MODE | STD |
| PAGES | 04 |
| RESULT | OK |

51850 1995

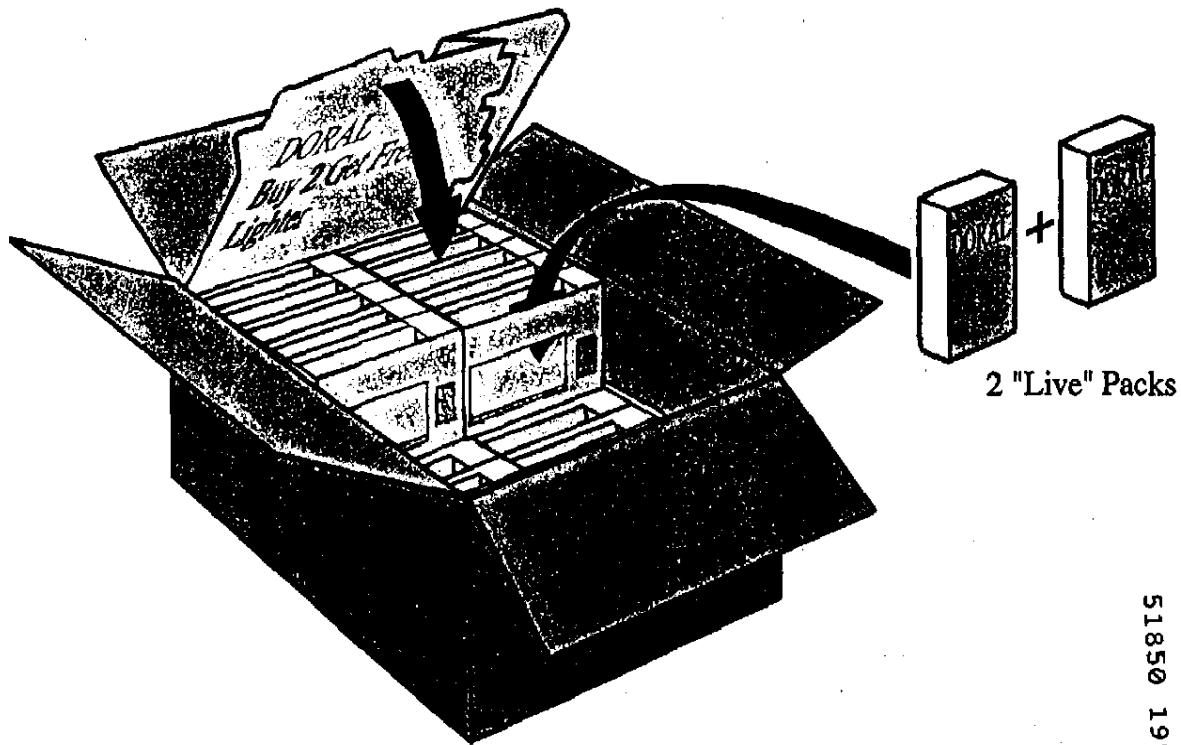
WHOLESALER PACKING INSTRUCTIONS

VALUE ADDED PROMOTIONS - 2ND QTR.'97

April DORAL B2GF Lighter

STEPS

1. Open DORAL B2GF Lighter shipping case.
2. Add 2 "live" DORAL packs of same brand style to each sleeve.
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



Item: # 521573

Description: DORAL B2GF Lighter April Display/POS Kit

| | | | | | | | |
|-------------------|--|--|--|--|--|--|--|
| Brand Style | | | | | | | |
| Number of Cartons | | | | | | | |

K. S. Reynolds

Wood Company
P.O. Box 2959, Winston-Salem, N.C. 27102
Phone (800) 862-4338
For Manufacturer's UPC No., Refer to Price L

SALES COPY
INVOICE

| | | | |
|------------|----------|----------|-------|
| 8585000 | 02/28/97 | 059-0078 | 10-08 |
| 005 PITMAN | | | |

BILLING ADDRESS UNITED CANDY & TOB. CO., INC.
7408 TONNELL AVE.
NORTH BERGEN NJ 07047-4697

SOLD TO/ **UNITED CANDY & TOB. CO., INC.**
SHIP TO **7408 TONNELL AVE.**
NORTH BERGEN NJ 07047-4697

SPECIAL INSTRUCTIONS: 000850 - SPECIAL PROMOTION

51850 1997

10000008

MAILFILE

24 February 1997

R . J . REYNOLDS TOBACCO COMPANY

Winston-Salem, N.C. 27102
(910)741-5000



TO: L T WOLFE
3 COPPERMINE VLG
FLEMINGTON NJ 08822

FROM: RJ REYNOLDS TOBACCO COMPANY
401 NORTH MAIN STREET
WINSTON-SALEM, NC 27102

THE FOLLOWING ITEMS HAVE BEEN SHIPPED TO: UNITED TOBACCO 1221XX
SIS ACCOUNT NUMBER 658500
7408 TONNELLE AVE
NORTH BERGEN NJ 07047

FROM ADVANCE NC BY NEW YORK CAROLINA EX BILL LADING NUMBER 5570121
ON 02/24/97:

| ORDERED | SHIPPED | BACKORDER | ITEM NO. | ITEM DESCRIPTION |
|---------|---------|-----------|----------|--------------------------|
| 49 | 49 | | 521573 | DORAL B2GF LIGHTER-APRIL |

YOUR COMPLETE SHIPMENT IS ESTIMATED TO ARRIVE ON 02/27/97.

REFERENCE ORDER NUMBER 7049-0591 ON ANY INQUIRIES ABOUT THIS SHIPMENT
WHICH WAS ENTERED 02/18/97.

CARRIER INSTRUCTIONS:

51850 1998